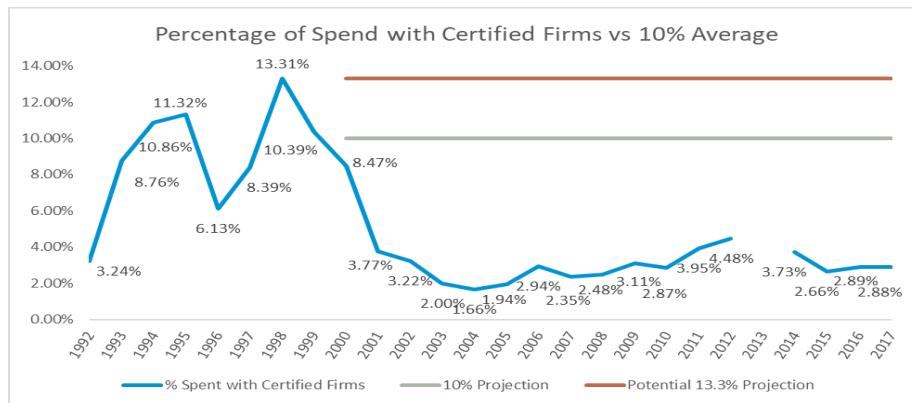


### Summary

- From 1994 – 1998 Washington state agencies spent, on average, **10%** of their annual eligible goods, services, and contracts with certified minority and women owned small businesses.
- From 2000 to 2017, the annual percentage fell, ranging from a high of **8.47%** to a low of **1.66%**. In that same time, the annual eligible base has grown from **\$1.2 billion** to **\$6 billion**.
- If the annual percentage had **continued to average 10%**, small minority and women owned businesses **would have made \$3.5 billion dollars more**<sup>1</sup>.

### 2000 – 2017 Percentage of State Dollars Spent with OMWBE Certified Firms



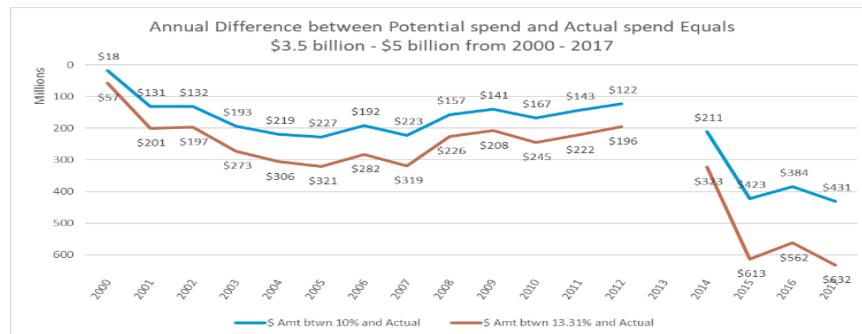
### Annual Spend with Certified Firms 2000 – 2017 compared to Total Base Available



<sup>1</sup> In 1998, the annual percentage was 13.31%. If the annual percentage had **continued to be 13.13%** small minority and women owned businesses **would have made \$5 billion dollars more**. This data is collected and compiled by the Washington State Office of Minority and Women's Business Enterprise.

## Estimated Loss of Revenue OMWBE Certified Businesses 2000 - 2017

### Annual Difference in Revenue



### Data Table for Reference

Fiscal Year	State Agency and Educational Institution Dollars Spent with Certified Firms								# of Certified Firms doing Business with Agencies and Colleges	Total # of Certified Firms
	Base <sup>[1]</sup>	\$ spent with minority-owned businesses	\$ spent with woman-owned businesses	Total \$ spent with certified firms	Percentage	Difference below 5 yr avg %	Original Base x 10%	\$ Dif btwn 10% and Annual Percentage	\$ Dif btwn 13.31% and Annual Percentage	
1992	\$ 882,330,280	\$ 16,719,587	\$ 11,844,627	\$ 28,564,214	3.24%					
1993	\$ 1,787,974,916	\$ 85,731,905	\$ 70,871,977	\$ 156,603,882	8.76%					
1994	\$ 1,763,105,570	\$ 104,342,576	\$ 87,166,309	\$ 191,508,885	10.86%					4,641
1995	\$ 1,815,595,412	\$ 108,294,023	\$ 97,220,325	\$ 205,514,348	11.32%					1,039
1996	\$ 2,328,920,623	\$ 70,660,515	\$ 72,154,523	\$ 142,815,038	6.13%					980
1997	\$ 2,023,410,897	\$ 84,974,912	\$ 84,771,957	\$ 169,746,869	8.39%					1,043
1998	\$ 1,710,234,427	\$ 122,849,917	\$ 104,835,049	\$ 227,684,966	13.31%					1,121
1999	\$ 1,188,596,139	\$ 58,227,322	\$ 65,310,972	\$ 123,538,294	10.39%	0.00%	<b>I-200 Effective Dec 1998</b>			1,923
2000	\$ 1,177,393,600	\$ 50,233,976	\$ 49,521,610	\$ 99,755,586	8.47%	1.53%	\$ 117,769,496	\$ 18,013,910	\$ 56,955,502	505
2001	\$ 2,105,465,856	\$ 37,126,354	\$ 42,319,640	\$ 79,445,994	3.77%	6.23%	\$ 210,600,476	\$ 131,154,482	\$ 200,791,511	474
2002	\$ 1,949,464,683	\$ 29,572,820	\$ 33,118,896	\$ 62,691,716	3.22%	6.78%	\$ 194,996,366	\$ 132,304,650	\$ 196,782,033	472
2003	\$ 2,411,656,303	\$ 20,177,924	\$ 27,979,061	\$ 48,156,985	2.00%	8.00%	\$ 241,227,358	\$ 193,070,373	\$ 272,834,469	330
2004	\$ 2,628,141,272	\$ 18,571,986	\$ 25,047,388	\$ 43,619,374	1.66%	8.34%	\$ 262,881,396	\$ 219,262,022	\$ 306,186,229	378
2005	\$ 2,819,972,125	\$ 21,556,777	\$ 33,012,660	\$ 54,569,437	1.94%	8.06%	\$ 282,069,392	\$ 227,499,955	\$ 320,768,853	421
2006	\$ 2,724,256,802	\$ 32,459,989	\$ 47,765,077	\$ 80,225,066	2.94%	7.06%	\$ 272,495,409	\$ 192,270,343	\$ 282,373,514	378
2007	\$ 2,913,014,217	\$ 22,994,328	\$ 45,587,717	\$ 68,582,045	2.35%	7.65%	\$ 291,375,982	\$ 222,793,937	\$ 319,140,147	453
2008	\$ 2,089,544,098	\$ 26,697,254	\$ 25,167,703	\$ 51,864,957	2.48%	7.52%	\$ 209,007,893	\$ 157,142,936	\$ 226,253,362	460
2009	\$ 2,039,715,870	\$ 44,037,684	\$ 19,485,502	\$ 63,523,186	3.11%	6.89%	\$ 204,023,795	\$ 140,500,609	\$ 207,962,996	474
2010	\$ 2,346,280,437	\$ 44,486,621	\$ 22,748,661	\$ 67,235,282	2.87%	7.13%	\$ 234,688,098	\$ 167,452,816	\$ 245,054,644	545
2011	\$ 2,371,284,584	\$ 41,539,287	\$ 52,173,632	\$ 93,712,919	3.95%	6.05%	\$ 237,189,153	\$ 143,476,234	\$ 221,905,059	627
2012 <sup>[2]</sup>	\$ 2,217,744,894	\$ 39,308,715	\$ 35,406,506	\$ 99,371,244	4.48%	5.52%	\$ 221,831,254	\$ 122,460,010	\$ 195,810,601	2,935
2013 ( <i>data not available</i> )									\$ -	2,489
2014 <sup>[3]</sup>	\$ 3,366,884,839	\$ 21,275,589	\$ 13,121,402	\$ 125,506,076	3.73%	6.27%	\$ 336,774,662	\$ 211,268,586	\$ 322,626,296	231
2015	\$ 5,759,818,300	\$ 96,496,715	\$ 56,802,959	\$ 153,299,675	2.66%	7.34%	\$ 576,129,256	\$ 422,829,581	\$ 613,332,141	356
2016	\$ 5,394,008,739	\$ 89,151,837	\$ 66,488,627	\$ 155,640,465	2.89%	7.11%	\$ 539,538,937	\$ 383,898,472	\$ 562,302,098	525
2017	\$ 6,058,228,395	\$ 95,911,793	\$ 78,685,377	\$ 174,597,170	2.88%	7.12%	\$ 605,977,904	\$ 431,380,734	\$ 631,753,029	534
Total Difference in Amounts 2000 - 2017								\$ 3,516,779,652	\$ 5,182,832,488	

### Additional Background for Reference

- I-200 was effective December 1998, half way through state fiscal year 1998.
- The annual eligible base has grown from **\$882 million in 1992** to over **\$6 billion in 2017**.
- State certified firms run on a three-year cycle. Firms certified in 1998 before I-200 would have been up for renewal in 2001.
- In **1998, there were 4,917 certified firms**. In **1999, there were 3,213 certified firms**. Today there are approximately 2,700 certified firms.
- In 1999, agencies and colleges did business with **1,923 certified firms**. The next year, agencies and colleges did business with **505 certified firms**. In 2017, agencies and colleges did business with **534 certified firms**.